

2018
A Transformative Year in Healthcare



"Change is inevitable, but transformation is by conscious choice."

HEATHER ASH AMARA





Board Chair's Letter

William Becker Jr.
Chapters Health System Board Chair

hether we're talking about home health, palliative care or hospice, delivering compassionate healthcare is a privilege that belongs to Chapters Health System's remarkable team members. Yet we on the Board know we are responsible, too. We are charged with developing and supporting the strategic plans and policies that help ensure the consistent delivery of that care and offer services designed to meet the needs of West Central Florida patients and families.

In the spirit of that role, we fully embrace Chapters Health's evolution to offering comprehensive care before and during the end-of-life experience. In fact, we've supported it ever since Chapters Health began expanding beyond our Tampa roots and extending our mission into vital programs like home health and palliative care. It's been wonderful to see how, over the last two years, our new executive team has solidified these commitments and continued our progress of extending the scope of services to patients and families.

With this transition, we will be able to support patients and their loved ones more comprehensively throughout the progression of their illnesses. It's an innovative response to the ever-changing nature of healthcare — and a thoughtful crafting of a strategic plan that the Board enthusiastically endorses. Most important,

it will help ensure that Chapters Health can provide care on a longer-term, even more effective basis. Because when you come down to it, it's always about what's best for our patients.

At the same time, Chapters Health remains fully committed to its mission of providing high-quality hospice care, replicating that all-encompassing approach with home health and palliative care services, building the patient experience. Our goal — being thought of as the hospice care provider of choice by people who need us — is unchanged. We will simply have more opportunities to perform as a dedicated, community-based healthcare organization that patients and families believe in and trust.

Finally, I must bring this letter back to where it began: with our team members. At our Board meetings, Chief Executive Officer Andrew Molosky often shares letters from families of our hospice patients. Those letters never comment on how he's doing or how the Board is measuring up. They always praise the doctors, nurses, aides, social workers, chaplains and volunteers — all the people who have been the face of Chapters Health to those patients. We are gratified our team members are so engaged and committed to providing compassionate care at the most vulnerable times of people's lives. They never lose sight of the mission, and in that way, they truly exemplify the spirit of Chapters Health.



CEO's Report

Andrew Molosky, MBA, FACHE, CHPCA Chapters Health System President/CEO

s I welcome you to Chapters Health's Annual Report for 2018, I'm proud to be leading a team of 1,500-plus hardworking and compassionate caregivers who are taking the lead on providing the next level of healthcare and hospice to patients and families.

As you'll see in this report, Chapters Health has had another gratifying year of service and growth — continuing to provide end-of-life services in our West Central Florida service area. At the same time, we are moving toward our goal of becoming a transformative healthcare provider — one that partners with other healthcare providers, payors and, most importantly, patients and families to create an experience of years-long quality, compassionate care.

Here are some of this year's events that are helping make that vision a reality:

Evolving our hospice roots — After their loved ones' deaths, families often tell us, "We wish we'd known about hospice earlier." In response, Chapters Health has begun the transformation to becoming a longer-term solution for patients and families, not solely one to call upon in the last days or weeks of life. By admitting patients at the onset of serious illness, we can help ensure their familiarity with us — beginning with home health, community-based palliative care, private duty nursing and more — will be even more beneficial. This shift will take time to evolve but will make a huge difference to those we serve.

Chapters Health Foundation — Successfully establishing the Chapters Health Foundation was one milestone accomplishment this year. By providing donors with a single entity through which they can direct tax-deductible gifts to our various affiliates, programs and services, the Chapters Health Foundation makes it easier for them to strategically support community needs, and to honor friends and family members who have been touched by our care.

A great place to do great work — On my visits throughout the system, I continually share the same belief that we, as leaders, have one real role: care for our patients or care for those who do. The Board, executive team and I have been privileged to hear their insights and ideas about the services we provide and how we can keep improving them. Our team members are the experts on that — and Chapters Health's certification as a Best Workplace for Aging Services from the Great Place to Work Institute® is just the latest demonstration of our commitment to their engagement and satisfaction.

Our progress toward becoming a more integrated system one that helps families not just at the end of life but ahead of it — will set us apart from other hospice organizations. We hope you'll come away from this 2018 Annual Report with a renewed appreciation of the impact Chapters Health has on the lives of our patients, families and communities.

Financial Highlights

Who pays for our services?

Year ended December 31, 2018 (amounts in thousands)

| Medicare | \$142,300 |
|---|-----------|
| Insurance and all other | \$10,133 |
| Medicaid | \$8,366 |
| Contributions, other revenues and gains | \$6,580 |
| Total revenue, gains and other support | \$167,379 |

85%

6% 5% 4%

Where does the money go?

Year ended December 31, 2018 (amounts in thousands)

| Salaries and benefits | \$106,887 |
|---|-----------|
| ■ Insurance, depreciation, interest and other | \$26,958 |
| Services purchased from contract providers | \$15,558 |
| ■ Drugs, medical supplies and equipment | \$11,645 |
| Total expenses | \$161.048 |

66%

17%

10%

Summary Operating Results

Year ended December 31, 2018 (amounts in thousands)

Revenue, gains and other support:

| Net patient revenue | . \$160,799 |
|--|-------------|
| Contributions | \$3,758 |
| Other revenue and gains | \$2,822 |
| Total revenue, gains and other support | \$167.379 |

\$0.88 of every dollar earned was spent on programs and services.

Expenses:

| Program services | \$126,298 |
|---|-------------|
| Supporting services | \$34,750 |
| Total expenses | \$161,048 |
| Total change in net assets | \$6,331 |
| The summary operating results and condensed balance sheet are d | erived from |
| Chanters Health's December 31, 2018 financial statements | |

Condensed Balance Sheet

Year ended December 31, 2018 (amounts in thousands)

Assets:

| Cash and investments | \$113,870 |
|------------------------|-----------|
| Accounts receivable | \$13,105 |
| Property and equipment | \$66,692 |
| Other assets | \$27,558 |
| Fotal assets | \$221,225 |
| | |

Liabilities and net assets:

| Accrued employee compensation | \$10,757 |
|----------------------------------|-----------|
| Long-term debt | \$28,769 |
| Other liabilities | \$10,727 |
| Total liabilities | \$55,767 |
| Total net assets | \$165,458 |
| Total liabilities and net assets | \$221,225 |

Accounts payable and accrued expenses\$5,514



Treasurer's Report

Mickey Smith Chapters Health System Treasurer

hapters Health turned in a strong financial performance for fiscal year (FY) 2018. We generated a \$6.3-million operating margin (3.9 percent), primarily due to a 6-percent increase in the average number of hospice patients served.

This past year saw the formation of the Chapters Health Foundation to help ensure that Chapters Health has the necessary resources to meet the needs of the communities we serve. To that end, the foundation contributed \$2.5 million of the \$6.3 million of operating income through philanthropy and thrift store proceeds.

Our continued solid balance sheet and cash position provided a firm foundation for ongoing investment in new and expanded services, education and information technology. Chapters Health's debt service coverage ratio of 4.86 far exceeds our requirement of 1.25 times. Unrestricted cash and investments equal 266 days of operating cash requirements. Total assets are \$221 million, and net assets (equity) stand at \$165 million. Chapters Health manages more than \$83 million in long-term investments.

This strong financial performance over the years has positioned Chapters Health to continue expanding our services across West Central Florida. For example, Chapters Health in 2018 invested more than \$4 million in the expansion of our home health services and in opening a hospice inpatient unit at Tampa



General Hospital. These investments will further enhance our comprehensive community-based services throughout all of the communities we serve.

As always, as a not-for-profit healthcare system, Chapters Health takes care of hospice patients and their families regardless of their ability to pay. In FY2018, that meant providing more than \$4.1 million in uncompensated care and unfunded programs.

We look forward to building upon these accomplishments in FY2019. A strong financial position helps make it possible for us to remain focused on our mission of providing compassionate home health, palliative, hospice and other non-acute care services to patients and families.

Board Committees + Leadership Staff

Chapters Health Board of Directors

Officers/Executive Committee/ Executive Compensation Committee

William Becker Jr., Chair
Andrew Molosky President/CEO
Gene Fogarty, Immediate Past Chair
Randy Woodruff, Vice Chair
Lilly Ho-Pehling, Secretary
Mickey Smith, Treasurer
Janet Davis
Phil Wegman

Directors

R. Fenn Giles Jr.
Brian Hinton
James T. Joiner
Rick Lentz
Mary Beth Reardon
Clifford Rhoades
Phillip Walker

Honorary Board Members

Max Dertke Judith Smolk

Audit & Compliance Committee

Brian Hinton, Chair William Becker Jr. Gene Fogarty Clifford Rhoades

Bioethics Committee

Mary Beth Reardon, *Chair* Max Dertke
Susan McMillan
Hana Osman
Sean Powell
Lori Roscoe
Valerie Storm

By-Laws Committee

Gene Fogarty, Chair William Becker Jr. William Haley Andrew Molosky Mary Beth Reardon Bradley Ruben Phil Wegman Randy Woodruff

Finance Committee

Mickey Smith, Chair William Becker Jr. Janet Davis Gene Fogarty Lilly Ho-Pehling Andrew Molosky Randy Woodruff Phil Wegman

Investment Committee

R. Fenn Giles Jr., Chair William Becker Jr. Lilly Ho-Pehling Andrew Molosky Bill Sieffert

Nominating Committee

Gene Fogarty, *Chair* William Becker James T. Joiner Andrew Molosky Randy Woodruff

Chapters Health Leadership Team

President/CEO

Andrew Molosky, MBA, FACHE, CHPCA

Chief Financial Officer

David O'Neil, MHA

Chief Medical Officer

Ronald Schonwetter, MD, FACP, AGSF, FAAHPM, CHMD

Chief Operating Officer

Dean H. Forman, MBA

Chief Compliance/Clinical Officer

Pam Saucier, RN, BSN, MBA

Chief Information Officer

Sheryl Sypek, MHA

Chief Integration/Business Development Officer

Don Evans

Senior Vice President Sales and Growth Strategy

Paul Marois, RN, LNHA, ALRA, MBA, CHPCA

Vice President of Development/ Executive Director of Foundation

Adam Stanfield, MBA

Vice President of Human Resources

Suzanne Wall, MHROD, SPHR

Vice President of Integration and Optimization

K. Chase Bacon, MBA, PMP

Good Shepherd Hospice

Board of Directors

Andrew Molosky, *Chair*Anne Furr, *Vice Chair*

Deric Feacher, Secretary

Thomas Conger

Dean Forman

Michele Heston

Willie Mae Hogan

David O'Neil

Clifford Rhoades

Ronald Schonwetter

Executive Committee

Andrew Molosky, Chair

Anne Furr, Vice Chair

Deric Feacher, Secretary

Dean Forman

David O'Neil

Ronald Schonwetter

Development Committee

Michele Heston, Chair

Quality Assurance Performance Improvement

Committee
Michele Heston. Chair

Leadership Team

Executive Director

Kyle Zenkner

Medical Director

Andrea Miller, MD

Clinical Administrator

Mary Grindel Higby, RN, MHA

HPH Hospice

Board of Directors

Andrew Molosky, *Chair*Bradley Ruben, *Vice Chair*Michael McHugh, *Secretary*

Dean Forman

Sean Hengesbach

Amanda Martin

David O'Neil

Bhadresh Patel

Ronald Schonwetter

Mickey Smith

Randy Woodruff

Executive Committee

Andrew Molosky, *Chair*Bradley Ruben, *Vice Chair*Michael McHugh, *Secretary*

Dean Forman David O'Neil

Ronald Schonwetter

Quality Assurance

Performance Improvement

Committee

Amanda Martin, Chair

Leadership Team

Executive Director

Jackie Kendrick, BBA,

CHPCA

Medical Director

Miguel Lizardo, MD

Clinical Administrator

Fay Van Fleet, BSN, MS

LifePath Hospice

Board of Directors

Andrew Molosky, Chair

Mary Beth Reardon, Vice Chair

Valerie Goddard, Secretary

Janet Davis

Jerry Fogarty

Dean Forman

Rick Lentz

Gayle Sierens Martin

Susan McMillan

David O'Neil

Ronald Schonwetter

Monica Smiley

Executive Committee

Andrew Molosky, Chair

Mary Beth Reardon, Vice Chair

Valerie Goddard, Secretary

Dean Forman

David O'Neil

Ronald Schonwetter

Quality Assurance

Performance Improvement

Committee

Janet Davis, Chair

Leadership Team

Executive Director

Melody Stried, MSW, LCSW

Medical Director

Chad Farmer, MD

Interim Clinical Administrator

Brenda Martin Burroughs, RN, LHRM

Chapters Health Home Connect

Board of Directors/
Executive Committee

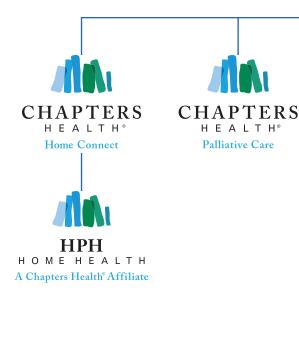
Andrew Molosky, *Chair* Wiliam Haley, *Vice Chair*

Susan McMillan, Secretary

Dean Forman

Organizational Structure















A Far-Reaching Impact

s a community-based home care and hospice provider, we tend to measure our impact in terms of the number of patients and families we serve — and the heartwarming stories we hear from them about the quality of our care, the dedication of our team members, the lasting memories we help preserve and the support we bring.

But as one of the largest not-for-profit home health, private duty, palliative care and hospice providers in Florida and the nation, we also know our work brings both tangible and intangible economic benefits to the communities we serve.

Our grief programs help children heal from their loss and remain productive in school. The support we provide to families with seriously ill loved ones means breadwinners can continue to be productive at work. Even our LifePath Hospice and HPH Hospice Life's Treasures Thrift Stores offer multiple community benefits, by keeping gently used items out of local landfills and providing quality goods at bargain prices to shoppers with limited budgets.

As a large employer, Chapters Health also has a demonstrable positive impact on the economic health of the eight-county West Central Florida region we call home.

Estimated Economic Impact on Local Economy

| Total Net Revenue and Other Revenue* | Final Demand | Total Economic | Total Economic |
|--------------------------------------|------------------|----------------|----------------|
| | Multiplier Range | Impact (LOW) | Impact (HIGH) |
| \$167,298,894 | 2.1546 – 2.1810 | \$360,462,197 | \$364,878,888 |

Estimated Total Impact on Employment (Jobs)

| Total Full-Time | Direct Effect Employment | Total Impact | Total Impact |
|-----------------|--------------------------|---------------|----------------|
| Employees | Multiplier Range | on Jobs (LOW) | on Jobs (HIGH) |
| 1,272.4 | 1.6030 – 2.2413 | 2,040 | |

Estimated Total Impact on Local Household Incomes

| Total Payroll | Direct Effect Labor Income | Total Impact on | Total Impact on |
|---------------|----------------------------|------------------------|-------------------------|
| and Benefits | Multiplier Range | Household Income (LOW) | Household Income (HIGH) |
| \$106,887,908 | 1.5944 – 1.7906 | \$170,422,081 | |

Methodology

The multipliers used are from the Regional Input-Output Modeling Systems (RIMS II) published by the Bureau of Economic Analysis of the U.S. Department of Commerce. There are detailed industry multipliers specific to home care services and hospitals, but none unique to hospice. Since Chapters Health includes a wide range of post-acute services, the multipliers for home health and hospitals were used to provide a range for the estimated economic impact of Chapters Health.

^{*}Total Net Revenue and Other Revenue reflect Chapters Health System Consolidated Financials, including Foundation.

A Year of Transformation, a Year of Accomplishments

hile 2018 saw Chapters Health aggressively implementing a new strategic vision to become West Central Florida's provider of choice for advanced illness and end-of-life care, the year also marked noteworthy accomplishments that reflect the organization's long legacy of service to our communities.

We successfully launched private duty nursing services — an essential complement to our home health and hospice programs — under our Chapters Health Home Connect banner in Hillsborough, Pasco and Polk counties.

Strategic

We opened a 16-bed inpatient hospice unit at Tampa General Hospital. The first of its kind in Hillsborough County, the 8,500-square-foot inpatient unit offers many of the same medical services available at the hospital but provided by dedicated hospice staff in a comforting, homelike environment.

Clinical

LifePath Hospice began participating in the Medicare Care Choices Model, a vital pilot program from the Centers for Medicare and Medicaid Services (CMS) — testing the option of allowing patients to continue to receive curative care while receiving case management services from their hospice provider.



HPH Home Health improved its CMS Star Ratings, jumping in one year from 2.5 to 4.5 on a five-point scale. In addition, HPH Home Health was re-accredited by The Joint Commission.

We began offering in-hospital palliative care consultation services at Advent Health Sebring (formerly Florida Hospital Heartland Medical Center) and doubled the number of consultations at AdventHealth Tampa (formerly Florida Hospital Tampa).

Cultural

We attained certification as a Best Workplace in the Aging Services category from the Great Place to Work Institute® affirming our commitment to fostering a work environment that is second to none. Differentiating Chapters Health from others in the healthcare arena, the certification recognizes the accomplishments of all team members, no matter who they are or what they do.

We launched a multichannel employee engagement program town hall meetings, an "Ask Andrew" portal, CEO blog, executive ride-alongs and more — to ensure team members throughout the organization know they are appreciated and their voices are being heard.

The hospice house is a wonderful place, filled with wonderful people who do wonderful things ... I will never forget what hospice has done for me and my family during our time of great need.

FAMILY MEMBER, LIFEPATH HOSPICE

We saw a significant reduction in our turnover rates, which not only reduces costs and increases efficiency but, more importantly, has a demonstrable impact on the quality of care provided to patients and families.

Structural

We added to the depth and breadth of our leadership team, bringing on board a new chief operating officer, senior vice president of sales and growth strategy, vice president of development/executive director of the Chapters Health Foundation and executive director for LifePath Hospice.

2018 Facts + Figures

MMM

26,077

patients received care

6,341

patients cared for in a hospice house/inpatient unit

156

hospice house/inpatient beds





\$4,100,000

in charity and uncompensated care provided

1,520 team members







physicians and nursing staff certified in hospice and/or palliative care



46,954 DME deliveries/pickups



24,487 grief service contacts



children & teens attended grief camps

Our System

As a compassionate, community-based, not-for-profit organization since 1983, Chapters Health is committed to enhancing the lives of those affected by advancing age or illness. Through our comprehensive system of healthcare choices, we deliver expert care and heartfelt support to guide the community during the aging process and end-of-life journey.

From hospice and palliative care for adults and children suffering with life-limiting illnesses to in-home and community-based services, Chapters Health offers a wide range of support services along life's ever-changing landscape.

Who We Are

Chapters Health System Chapters Health Home Connect Chapters Health Palliative Care Chapters Health Foundation Chapters Health Pharmacy Chapters Health Staffing

HPH Home Health Pasco and Pinellas

Good Shepherd Hospice Polk, Highlands and Hardee

HPH Hospice Pasco, Hernando and Citrus

LifePath Hospice Hillsborough

Hospice Houses/Inpatient Units

George C. Forsythe Hospice House Auburndale | Opened 1984 | 12 beds

Good Shepherd Hospice House Lakeland | Opened 2014 | 16 beds

Bud and Donna Somers Hospice House Sebring | Opened 2011 | 16 beds

Marliere Hospice House New Port Richey | Opened 2004 | 24 beds

Sturgill Hospice House Brooksville | Opened 2000 | 24 beds

LifePath Hospice House Sun City Center | Opened 2006 | 24 beds

LifePath Hospice Inpatient Unit at Tampa General Hospital Tampa | Opened 2018 | 16 beds

Melech Hospice House Temple Terrace | Opened 2005 | 24 beds

Grief Centers

Bethany Center Good Shepherd Hospice Polk, Highlands, Hardee

Center for Grieving Children HPH Hospice Pasco, Hernando and Citrus

Circle of Love Center LifePath Hospice | Hillsborough

Life's Treasures Thrift Stores

Hillsborough County Brandon | Carrollwood | South Tampa

Pasco County New Port Richey | Zephyrhills

Chapters Health Foundation

hen the Chapters Health Foundation launched in July 2018, one of its central goals was to become a strong strategic partner within the organization.

"For us to be able to provide the critical resources that support Chapters Health's mission and vision, it's vital that we move our philanthropic aspirations beyond the transactional and into the strategic," said Adam Stanfield, Vice President of Development and Executive Director, Chapters Health Foundation. "That way, we can help ensure our development efforts best serve the needs of patients, families, our community — and, of course, the donors who entrust us with their support."



The Chapters Health Foundation took several important strides toward that goal in 2018, including:

Establishing a community-based foundation board —

The overall expansion of fundraising capabilities included the creation of a board of directors dedicated to supporting the vision and activities of the foundation, providing leadership on strategic development, sustaining programs and events with their presence and pocketbooks and serving as fundraising ambassadors in Chapters Health's eight-county service area.

Helping donors back the broader vision — Where donors previously may have supported one program or event, the

Chapters Health Foundation is laying the groundwork for giving opportunities that support long-term economic sustainability, not just of the organization but also the community at large.

"Our bereavement programs are an example of how our donors' generosity can have a more far-reaching impact than they may imagine," Mr. Stanfield said. "Their gifts help bereaved individuals and families cope with loss and ultimately resume healthy and productive lives in their communities."

Working with internal partners — The Chapters Health Foundation team is working side by side with front-line donor groups to develop meaningful programs and projects, and craft strategies to fund and

implement them. Accessing the expertise of Chapters Health's most dedicated and active supporters improves the programs' effectiveness and, at the same time, enhances group members' ownership of their success.

Tapping the expertise and support of Chapters Health team members — In July, the 2018 employee giving campaign, "Mission Possible," raised more than \$118,000, a 30-percent increase over the prior year.

"Understanding the interests of our donors extends to our team members, who are the most intimately familiar with how our programs benefit patients and families," Mr. Stanfield said.

The affiliates of Chapters Health can realize their mission only through generous support from individuals, foundations, corporations and the community. We are honored to count these friends among our partners.

This list represents gifts through December 31. 2018. Please let us know of any errors by contacting us at (813) 871-8111.

Good Shepherd Hospice Champion (\$25,000+)

Anonymous

The Magdalena Flockhart Living Trust The Estate of Terrance P. Hamer United Way of Central Florida, Inc. The Jerry S. and Phyllis E. Williams Trust

Sustainer (\$10,000+)

Anonymous

Mrs. Margy Allen

The Estate of Patricia A. Boehm

Ms. Teresa J. Bray

The Paul and Jean Cate Charitable Endowment Fund within the Givewell Community Foundation

The Estate of William Fazen The Estate of Robert L. Fox Mr. and Mrs. Hollis H. Hooks

The George W. Jenkins Fund within the GiveWell Community Foundation

Mr. Russell A. Simcoe

Advocate (\$5,000+)

Anonymous

Mr. Edward A. Bland

"Thank you for giving my brother the loving care, support and kindness you showed him through his last journey of life.

> FAMILY MEMBER, GOOD SHEPHERD HOSPICE

The Estate of Willard D. Campbell J.W. Crews Jr. and Jeraldine Farr Crews Foundation, Inc.

The Mark C. and Lynn D. Hollis Fund within the GiveWell Community Foundation

The Lewis Family Cancer Fund within the **GiveWell Community Foundation**

Mrs. Phyllis S. Lovelace The Gertrude S. McGrew Trust

Mr. Robert C. Turner

Mrs. Karen L. Wright

Supporter (\$2,500+)

Anonymous

Bartow Community Healthcare Foundation, Inc.

Mr. Donald L. Detweiler

Florida's Natural Growers Foundation, Inc. William D. and Agnes Helmuth Foundation Nyona Parker Memorial Fishing Tournament

Mr. William T. Rhoades II Mr. John H. Rhoades

The Saterbo Family Fund within The GiveWell Community Foundation

Dr. Albert P. Sheppard

Friend (\$1,000+)

Anonymous

The Bruce Abels Fund within the GiveWell

Community Foundation

Mr. and Mrs. Gregory J. Adams

Mrs. Sylvia Beale Mr. Larry Beatty

Mr. and Mrs. William B. Berg

Mr. James I. Black III Ms. Norma S. Bowen Mrs. Sandra K. Brosius

The Campisi Family Foundation, Inc.

Mr. John M. Cavese

Cypress Lake 19th Holers

Dashboard Wealth Advisors LLC

Mrs. Carol Dennis

Exelon Foundation Matching Gift Program

Mr. George M. Fouts Mrs. Beverly Gartenberg Dr. Anna Clare Green Ms. Kathrvn A. Greever

Ms. Carol A. Hall

The Ellie M. Hartog Fund within the GiveWell

Community Foundation S.Y. Hartt & Son. Inc.

Mr. and Mrs. Darryl W. Head Highlands Social Dance Club

Mr. Kirk Hill

Hometown Ventures LLC

Mr. Robert Huston

Illinois Tool Works Foundation

Ms. Toni L. Johll

Mr. and Mrs. James T. Joiner

Mr. Mark A. Kalman Ms. Diane B. Kuhnly

Lake Ashton Bingo Concessions The Lord's Church at Lake Henry

Mrs. Marie Madison Mr. Robert E. McCollough Ms. Susan M. McKnight

The Gravce W. McNamara Foundation

Medline Industries, Inc. Mr. Wavne Mundv Mrs. Donna B. Nophsker

The Estate of Debora Cav Olver

Ms. Emily M. Ostresh

Positive Medical Transport Ms. Rebecca K. Primeau Mr. and Mrs. Clifford R. Rhoades Mrs. Nancy S. Roth Mr. and Mrs. Ralph P. Stagg State Farm Companies Foundation Mr. and Mrs. Peter E. Sternlicht Ms. Molly L. Stewart Straughn and Turner, P.A. Swiss Golf and Tennis HOA Ms. Shervl J. Sypek Veterans of Foreign Wars Post 4945 Mr. and Mrs. Joseph Villani Ms. Deborah J. Wallace Mr. Willie F. Ward Mr. Malcom Watson Ms. Melonie E. Whitney Mr. Daniel C. Williams

Patron (\$250+)

Anonymous Mr. Edward D. Adams Alcoma Caretaking, LLC Ms. Theresa S. Alexandrich Mr. and Mrs. Clifton Atwood Ms. Jodie B. Aycock Mrs. Virginia L. Bagge Mrs. Paulette W. Baker Bank of Central Florida Mr. and Mrs. W. D. Barnes Mr. William L. Barnhill Jr. Mrs. Deana L. Barton Bagwell Lumber Company Mrs. Linda D. Beale Ms. Amy S. Bennefield Ms. Juanita Bergfield

The Robert and Rhonda Beswick Fund within the GiveWell Community Foundation Bible Fellowship Church Mr. David G. Biteman Mrs. Anne B. Botz Ms. Cvnthia F. Brannon Mr. Bernard Brazzale Ms. Virginia F. Brinton Mr. Jefferson O. Brock Mrs. Unifay Brown Mr. and Mrs. John M. Burgess Ms. Kim M. Burrell Mr. and Mrs. Michael Butler Mrs. Ilse R. Buzzanca Mrs. Margaret A. Campbell Mr. and Mrs. Sal Campisi Jr. Mrs. Helen D. Cannon Mrs. Theresa A. Casev Dr. and Mrs. Robert H. Cassell Mr. Pierre Cattin Central Park II Chapel Mrs. Joanne K. Chappel Chapters Health System — Revenue Cycle Dept. Mrs. Nita J. Clarkson Mr. and Mrs. Jeffrey A. Clyne Comcar Industries. Inc. Dr. Catherine P. Cornelius Mr. and Mrs. Donald J. Cox Ms. Paula K. Creamer Mr. and Mrs. William E. Crenshaw Mrs. Jo Ann Crumbly Mrs. Joan K. Daniscsak

Ms. Birgit A. Davis

Mr. Jim Dennis

Mrs. Patricia M. Davis

Mr. Carl DeVito Ms. Marty P. Dickey Mr. Luke Doroshenko Mr. Todd Douglas Ms. Jennifer R. Durbin The Bernard A. Egan Foundation, Inc. Mr. Robert L. Elliott Falcon Construction and Remodeling Solutions Mr. and Mrs. Walter S. Farr Mrs. Nancy K. Fassler Mrs. Angela M. Feller Ms. Janine A. Ferro Ms. Carolyn Field Mr. and Mrs. John W. Fitzwater The Frank and Patti Foster Fund within the GiveWell Community Foundation Four Lakes Charities Association

Franciscan Friars Chaplain Robert Franklin Ms. Gloria K. Freeman Mr. and Mrs. Michael B. Furr Mrs. Patricia S. Gillen Ms. Karen S. Girone Chaplain Walt Godwin Mr. and Mrs. Thomas F. Golden Mrs. Karen L. Gracia Ms. Brenda Graumlich Mr. John H. Grav Mrs. Patricia M. Grechan Mr. Scott A. Griggs Mrs. Mildred B. Grime Mr. and Mrs. Steven J. Grossmann Rev. Charles Harkala The Laura Hawley and Family Fund within the GiveWell Community Foundation

42% 18% 39% Good Shepherd Hospice 2018 Foundation Revenues Special events and other gifts\$313,432 Memorial gifts\$292,079 Realized planned gifts\$135,298 Future planned gifts\$10,000

Heartland Real Estate Corporation

Mrs. Marlene R. Heath Ms. Denise J. Henning Ms. Mary E. Higby, RN Mrs. Pat C. Hodges Mr. and Mrs. Ed Holloway Mr. William O. Horrell

Mr. and Mrs. Robert L. Hudson

Ms. Robin Hugh Ms. Mindy E. Hunley Ms. Annette H. Hutcherson

Ms. Linda J. Ivory Jaquar Path Florida LLC Mrs. Norma J. Janks

Mr. and Mrs. Harry C. Johnson

Ms. Victoria H. Johnson Mrs. Judy S. Joiner Ms. Betty L. Jones Mr. Kerry C. Jones Mrs. Brenda M. Joyce Mr. Kenneth M. Karr Ms. Deborah Katzbeck Mr. Douglas R. Kennedy

Mr. and Mrs. William B. Kerst Mrs. Connie M. Kersten

City of Lakeland Risk Management

and Purchasing

Lakemont Worship Center Mr. Steven LaPointe Mr. John W. Larsen Ms. Barbara A. Launius Lave's Tire Service Ms. Laura V. Lear

Mr. Robert L. Lewis Mr. and Mrs. Robert J. Lopez

Mr. Terry G. Loyd Mrs. Irena F. Lum Mr. Sandy MacKinnon

MacPiloting

Ms. Elizabeth Malling Ms. Diana M. Mallory Rose Marina

Mrs. Virginia P. Martin

Dr. and Dr. Albert E. McCormick Jr.

Mrs. Sally A. McCormick Mrs. Frances M. McMichael Mr. and Mrs. Earnest B. Mercer Mr. Joseph A. Metzler Jr.

Dr. Andrea L. Miller Ms. Catherine C. Miller Mr. and Mrs. Richard A. Miller

Mrs. Patricia N. Moore Mrs. Elizabeth D. Moore Mr. Joseph M. Moreland

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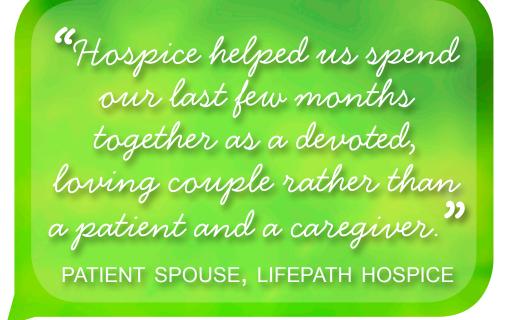
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